

Message Text

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AMEMBASSY ROME

AMEMBASSY TEHRAN

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E.O. 11652: NA

TAGS: BTIO, IR, IT

SUBJ: MAJOR TRADE OPPORTUNITY - PREFABRICATED TELEPHONE EXCHANGE
BUILDINGS FOR IRAN.

FOR COMMERCE

1. GENERAL TELEPHONE AND ELECTRONICS (CTE) IS A BIDDER ON AN
IRANIAN GOVERNMENT TENDER FOR THE INSTALLATION OF A NEW
TELEPHONE EXCHANGE SYSTEM IN IRAN.

2. GTE HAS JUST INFORMED US THAT THE IRANIAN AUTHORITIES

RECENTLY TOLD THEM THAT DUE TO PRESSING TIME CONSIDERATIONS
COUPLED WITH A CEMENT SHORTAGE IN IRAN, IT WILL BE NECESSARY
TO PURCHASE PREFABRICATED STRUCTURES FOR ALL THE TELEPHONE
EXCHANGE BUILDINGS TO BE ERECTED IN CONNECTION WITH THE PROJECT.
THE IRANIAN AUTHORITIES VERY INFORMALLY ASKED CTE FOR LISTING
OF AMERICAN COMPANIES CAPABLE OF MAKING THIS SORT OF BUILDING.
NOT HAVING SUCH INFORMATION IMMEDIATELY AT HAND, GTE TURNED
TO THIS POST.

3. GTE BELIEVES THAT TOTAL BILL FOR THESE EXCHANGE BUILDINGS WILL
BE IN THE 20-50 MILLION DOLL
R RANGE.

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4. GET ENGINEERS ENVISAGE THAT BUILDINGS WILL RESEMBLE THE

PREFABRICATED FACTORY OR OFFICE BUILDINGS NOW SO COMMON. THEY WILL REQUIRE BETWEEN 1000-5000 SQUARE FEET OF FLOOR SPACE (DEPENDING ON SIZE OF EXCHANGE) AND HAVE A CEILING HEIGHT OF 12-15 FEET. BUILDINGS WILL HAVE SPACE FOR EXCHANGE ITSELF, OPERATING PERSONNEL AND PROBABLY POWER SUPPLY. BUILDINGS WILL HAVE TO BE "ENVIRONMENTALLY PROTECTED", I.E., WITH INSULATION AND IN SOME CASES AIR CONDITIONING AND IN OTHERS CENTRAL HEATING. NB IRAN IS SUBJECT TO EXTREME TEMPERATURE RANGES FROM THE EXTREMELY HOT AND HUMID SOUTHERN GULF AREAS TO THE EXTREME COLD OF THE MOUNTAIN WINTERS. THE BUILDINGS PROBABLY WOULD BE SHIPPED TO IRAN COMPLETE, LOADED ON TRAIN OR TRUCK AND THEN BE PUT TOGETHER ON SITE.

5. COMMERCE IS REQUESTED TO PROVIDE THIS POST ASAP WITH A LISTING OF AMERICAN FIRMS WHICH IT BELIEVES TO BE CAPABLE OF SUPPLYING THIS TYPE OF BUILDING; A SUPPLY OF SUPPORTING LITERATURE WOULD ALSO BE HELPFUL IF AVAILABLE IN COMMERCE. WE WILL SUPPLY THIS LISTING TO GTE, WHICH WILL IN TURN MAKE IT AVAILABLE TO THE IRANIAN AUTHORITIES. IT IS TO BE PRESUMED THAT THE IRANIAN AUTHORITIES WILL THEN ASK THESE COMPANIES TO BID.

6. COMMENT: AS GTE WAS ASKED VERY INFORMALLY FOR THIS LISTING, IT DOES NOT WANT TO SEE A STAMPEDE OF WOULD-BE BIDDERS TO TEHRAN UNTIL SUCH TIME AS A FORMAL TENDER IS ANNOUNCED. FOR THIS REASON COMMERCE IS REQUESTED NOT RPT NOT TO DISSEMINATE WORD ABOUT THIS FUTURE TRADE OPPORTUNITY AT THIS TIME.

7. FOR TEHRAN: GTE WOULD PREFER THAT THE EMBASSY "SIT-TIGHT" ON THIS MATTER FOR THE PRESENT. FINA

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